



Legislation Text

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TO: CRA Board of Commissioners
FROM: Joan K. Goodrich, Economic Development Director
THROUGH: Jeff Costello, CRA Executive Director
DATE: October 9, 2018

THE CENTER FOR TECHNOLOGY, ENTERPRISE, DEVELOPMENT, INC. (TED CENTER) -FUNDING REQUEST

Recommended Action:

Provide direction with respect to a funding request received by The Technology Enterprise Development Center to support local government contracts training, small business certification and youth entrepreneurship training in the CRA District.

Background:

The Center for Technology Enterprise and Development, Inc. is a 501(c)(3) nonprofit economic development organization established in 1992, located in Atlantic Grove on West Atlantic Avenue. In conjunction with the Florida Women's Business Center, the TED Center offers affordable business education and incubation resources to entrepreneurs and small businesses. Their services include affordable office space, meeting space, computer and internet access, branding services, business counseling, and incorporation services. The organization serves clients from many areas of the state, as well as the Delray Beach area.

On September 10, 2018, the CRA received a letter from the Center for Technology, Enterprise and Development, Inc. (TED Center) requesting a grant of \$65,000 to provide customized training and support services for businesses and residents of the City of Delray Beach and the CRA district (see attached).

CRA staff met with Seabron Smith, Executive Director, the TED Center and Victoria Hughes, Director, Florida Women's Business Center on September 18, 2018 to discuss where there known gaps in the small business and entrepreneurial development ecosystem which could be filled by the expertise and programming of the TED Center and the Florida Women's Business Center. These areas included more training and emphasis around local government contracting, small business certifications and youth entrepreneurship training.

As a result, the TED Center submitted an updated request of grant funding in the amount of \$65,000 to provide the following:

- 1) To train small business owners who are registered vendors with the City of Delray Beach and are located in the CRA District on the process of identifying potential contracting opportunities
 - a. Number to be served: 45
 - b. 4 workshops conducted January - September 2019
- 2) To support the learning process for small business owners to develop knowledge regarding certifications for small businesses
 - a. Number to be served: 12
 - b. 4 workshops conducted January - September 2019
 - c. Register as a vendor for City of Delray Beach, Palm Beach County, State of Florida
 - d. Certifications including Veteran-Owned, Minority-Owned, Woman-Owned
- 3) To support the learning process for youth in Delray Beach Communities to develop knowledge

regarding business ownership and business opportunities.

- a. Number to be served: 20 youth ages 13 - 17
- b. 6 workshops focused on types of unique small businesses conducted January - September 2019
- c. Create a small business and allow participants to run/operate each department of the business.

The TED Center proposal will help the CRA to fill some gaps in Delray Beach's overall small business-entrepreneurial development ecosystem. With the increased effort to keep more business opportunities local, to see more local firms do business with the City of Delray Beach and other public entities and the desire of some private (re)development projects to find local vendors and subcontractors, these new programs align with the Community Redevelopment Plan needs to increase the tax base by improving the overall marketability of the city as a commercial, recreation and residential area.

CRA Investments in Other Economic Development Programs

Currently the CRA is making investments in the following local economic development programs through the CRA's A-GUIDE process with other not-for-profit organizations, which are required to be located on CRA or City owned property to be considered through that process:

Entity/Organization	Program Name	FY19 Funding Level	Estimated Number of Participants	Other Notes
Delray Beach Public Library	Inc. Pad - Small Business Center	\$40,000	140 small business counseled; 80 attendees for Small Business Series	In partnership with the Small Business Development Center at FAU with a focus on 1:1 small business counseling; Go Build Delray Construction Trade Cohort and Small Business Seminar Series
Greater Delray Beach Chamber of Commerce	1909 Accelerator	\$25,000	50 graduates from 1909 Accelerator; 10 companies launched and 25 local mentors	In partnership with Palm Beach Tech Association. Also includes a Coworking and Mentoring Program component.

From 2006 - 2010 the City, CRA and the TED Center entered into Funding Agreements for the CRA and City to help subsidize the cost of the TED Center services for residents and businesses located within the CRA District and City's Community Development Block Grant (CDBG) Area. As a long-standing economic development organization since 1992, the TED Center provides services that are consistent with the CRA and City's economic development initiatives and consistent with the Community Redevelopment Plan.

If the CRA Board supports the request and provides direction on the amount of funding, CRA staff will provide a Funding Agreement for consideration and approval at the CRA's November 13, 2018 regular meeting.

Attachment(s): Exhibit A - September 7, 2018 TED Center Letter; TED Center Overview; TED Center Board List; TED Center Program/Project Logic Model; TED Center Program Budget Detail; 100218 TED Center Response to Additional Question

CRA Attorney Review:

N/A

Finance Review:

N/A

Funding Source/Financial Impact:

Funding is available in the amount of \$65,000 - GL# 7415 - Economic Development Incentives

Timing of Request:

N/A